

Message Text

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ACTION EB-07

INFO OCT-01 AF-06 NEA-09 ISO-00 COME-00 DOTE-00 FAA-00

CIAE-00 INR-07 NSAE-00 /030 W
----- 036478

R 071645Z APR 75

FM AMCONSUL CASABLANCA

TO SECSTATE WASHDC 3416

AMEMBASSY ABIDJAN

AMEMBASSY ACCRA

AMEMBASSY ADDIS ABABA

AMEMBASSY BLANTYRE

AMEMBASSY CAIRO

MEMBASSY DAR ES SALAM 29

AMCONSUL DOUALA

AMCONSUL JOHANNESBURG

AMEMBASSY KHARTOUM

AMEMBASSY KINSHASA

AMEMBASSY LAGOS

AMEMBASSY LIBREVILLE

AMEMBASSY LUSAKA

AMEMBASSY NAIROBI

AMEMBASSY PORT LOUIS

AMEMBASSY TANANARIVE

AMEMBASSY YAOUNDE 26

INFO AMEMBASSY BEIRUT

AMEMBASSY RABAT

UNCLAS CASABLANCA 0281

E.O. 11652: N/A

TAGS: BEXP, EAIR, BTRA, XA, EG

SUBJ: CIVAIR: PIPER AIRCRAFT SALES TEAM AFRICAN VISIT

BRUSSELS AND LAGOS FOR FAA

COMMERCE FOR COHEN

1. SUBJECT SALES TEAM COMPOSED MESSRS. AXEL G. BERGENSTJERNA,
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ADMINISTRATOR, INTERNATIONAL DISTRIBUTION, WERNER H. BROKATZKY,

REGIONAL MANAGER (AFRICA) AND JEAN-LOUIS CLEMENT, COMMERCIAL DIRECTOR, AFRICAIR SERVICE, DAKAR, SPENT TWO DAYS CASABLANCA (APRIL 5 AND 6) DURING WHICH TIME THEY MET WITH REGIONAL CIVIL AIR ATTACHE, AFRICA (RCAA) TO DISCUSS GENERAL AVIATION SALES OPPORTUNITIES IN AFRICA. IN ADDITION RCAA SUPPLIED TEAM WITH NAMES COMMERCIAL OFFICERS ADDRESSEE POSTS RESPONSIBLE FOR AIRCRAFT SALES.

2. MR. BERGENSTJERNA DISCLOSED THAT PIPER WILL EXPLORE NEAR FUTURE FEASIBILITY ESTABLISHING SALES AND MAINTENANCE ORGANISATION IN MOROCCO WHICH WILL BE FINANCED, ORGANIZED OPERATED BY MOROCCANS WITH FULL SUPPORT FROM PIPER USA ON SAME LINES LOCAL SALES AND DEALERS CONCERNS FOR AMERICAN AUTOMOBILES. RCAA REVIEWED PAST HISTORY AND PROBLEMS GENERAL AVIATION SITUATION MOROCCO AND OFFERED FULL ASSISTANCE TO PIPER IN FUTURE. HOPEFULLY TEAM WILL TRANSIT CASABLANCA EN ROUTE US UPON COMPLETION AFRICAN TOUR FOR FURTHER DISCUSSIONS THIS PROJECT. IN MEANTIME RCAA WILL DO PRELIMINARY GROUNDWORK WITH LOCAL BUSINESSMAN AND KEEP MR. BERGENSTJERNA INFORMED.

3. ITINERARY FOLLOWS:

ABIDJAN: ARRIVE 11:50 RK 122, APRIL 8, HOTEL PALM BEACH. DEPART 14:40, APRIL 9.

ACCRA: ARRIVE 15:30, APRIL 9, WT 962, AMEMBASSY HOTEL. DEPART 09:20 APRIL 10.

LAGOS: ARRIVE 11:10 APRIL 10, WT 956, AIRPORT HOTEL. DEPART 16:05, APRIL 12.

DOUALA: ARRIVE 17:30 APRIL 12, UY 709, AKWA PALACE HOTEL. DEPART 17:10, APRIL 13.

LIBREVILLE: ARRIVE 18:00, APRIL 13, RK 50, INTERNATIONAL HOTEL DEPART 1915, APRIL 14.

KINSHASA: ARRIVE 20:45, APRIL 14, QC 51, INTERNATIONAL HOTEL, DEPART 18:00, APRIL 15.

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JOHANNESBURG: ARRIVE 22:35, APRIL 15, IB 965, HOTEL UNSPECIFIED. DEPART 11:00, APRIL 21.

BLANTYRE: ARRIVE 12:55, APRIL 21, SA 170, MOUNT SOCHE HOTEL. DEPART 12:50, APRIL 22.

LUSAKA: ARRIVE 14:00, APRIL 22, QM 122, INTERNATIONAL HOTEL. DEPART 16:15, APRIL 23.

DAR ES SALAAM: ARRIVE 19:20, APRIL 23, EC 834, HOTEL KILIMANJARO.
DEPART 10:25, APRIL 24.

PORT LOUIS: ARRIVE 14:55, APRIL 26, BA 059, PARK HOTEL. DEPART
18:30, APRIL 27.

TANANARIVE: ARRIVE 17:35, APRIL 28, MD 283, HILTON HOTEL. DEPART
18:05, MAY 1.

DAR ES SALAAM: ARRIVE 20:25, MAY 1, EC 844, KILIMANJARO HOTEL.
DEPART 07:00, MAY 3.

MOMBASA: ARRIVE 09:20, MAY 3, EC 310.

NAIROBI: ARRIVAL AND HOTEL UNSPECIFIED, BUT ESTIMATE ARRIVAL
MAY 4, DEPART 10: 0, MAY 7.

ADDIS ABABA: ARRIVE 12:15, MAY 7, EC 972, HILTON HOTEL. DEPART
18:55, MAY 8.

KHARTOUM: ARRIVE 19:25, MAY 8, ET 724, HOTEL OASIS. DEPART
07:00, MAY 10.

CAIRO: ARRIVE 09:25, MAY 10, SD 102, HOTEL MERIDIEN. DEPART
09:00, MAY 12.

4. CONTENTS THIS TEL SHOULD BE CONSIDERED PIPER PREPARATORY
INFORMATION AND HANDLED AS SUCH. BRUBECK

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE PROMOTION, SALES, AIRCRAFT
Control Number: n/a
Copy: SINGLE
Draft Date: 07 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975CASABL00281
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750121-0907
From: CASABLANCA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750476/aaaacrsc.tel
Line Count: 144
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
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Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 26 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <26 JUN 2003 by RuthemTJ>; APPROVED <14 JAN 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

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Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CIVAIR: PIPER AIRCRAFT SALES TEAM AFRICAN VISIT BRUSSELS AND LAGOS FOR FAA
TAGS: BEXP, EAIR, BTRA, XA, EG
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006